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Subject: Meeting with Texas Oncology

sa, Please forward this email to Dave Marsico, Dave Westaway and Pasquale  
itera. Thanks. Randy

September 29, 1995

1: Distribution

2: Randy Ross

3: Meeting with Texas Oncology

met today with Bob Whren of Texas Oncology to discuss the \$40 / 50  
r. doxorubicin price that Bristol has offered and other issues.

Informed Bob that we would keep him competitive with the  
market, however, the Rubox brand was not identical to our RDF 150.  
discussed stability, sterility and single dose vial versus multi dose  
al issues. There is agreement that we do have a product of more  
value to their clinic network. Agreeing on that value, and working the  
price from that point will be the next goal.

We discussed using free goods and grants to offset some of the  
price differences as we have in the past. Bob is very open to that.

There may be some room to bring the PFS MDV into the

picture. Bob agreed that it would be of greater significance in offices  
where RN's are doing the RDF reconstitution. Finding an premium  
for the RDF will be necessary.

WE revisited the issue of capitation. The physician committees  
re completing a second re-write of the treatment guidelines. Bob does  
not have access to them at this time. Once completed, we can use them  
to decide if capitation is an option here.

Texas Oncology would prefer to depot their contract through  
Interstate Site Distributors (ASD) in Dallas. Since they do not wish to  
pay an up charge, the 24 would fall to us in order for this to happen.  
I remarked that in our efforts to respond to the Bristol pricing, we may  
not be able to participate with ASD. (As mentioned before, the 24  
may be a wash for us considering the savings in shipping and invoicing  
costs. I mentioned the above to Bob as an "out" if we wanted it.)

I discussed the VP-16 pricing and upcoming request for bid.  
I voluntarily lowered our contract price to the current deal. Also, I  
discussed with Bob the rapid downward market adjust of VP-16  
since early April. He said their current supplier, Gensia, had done a  
good job of keeping up with the market adjustments. He did like the  
idea about linking changes in Toposar pricing to changes in the Federal  
supply schedule (FSS). When discussing how many changes have  
occurred in the FSS, I detected that Bob thought that possibly  
did not respond as frequently or as quickly as Bob had originally  
believed.

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